

Message Text

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FM AMEMBASSY BELGRADE

TO USCOC WASHDC

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AMCONSUL ZAGREB

UNCLAS BELGRADE 6223

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJ: INVESTMENT OPPORTUNITY: POLYURETHANE LEATHER
FACTORY

1. KUMANOVO LEATHER FACTORY IN KUMANOVO, MACEDONIA
IS LOOKING FOR AN AMERICAN JOINT VENTURE PARTNER TO CONSTRUCT
A NEW POLYURETHANE LEATHER PLANT. PLANT CAPACITY: 1.5 MILLION
SQUARE METERS HIGH-QUALITY SYNTHETIC FACE LEATHER FOR SHOES
AND 1.5 MILLION SQUARE METERS LININGS FOR SHOES.

2. NEW PLANT WOULD BE CONSTRUCTED IN KUMANOVO, WHICH
IS LOCATED 24 MILES FROM SKOPJE, CAPITAL OF MACEDONIA.
KUMANOVO HAS AMPLE SUPPLIES OF WATER AND ENERGY, GOOD
ROAD AND RAIL CONNECTIONS. IN ADDITIONAL TO KUMANOVO SHOE
FACTORY, THERE ARE TWO OTHER SHOE FACTORIES IN THE VICINITY WHICH
WILL USE NEW PLANT'S OUTPUT.

3. KUMANOVO IS INTERESTED IN LOCATING AN AMERICAN
PARTNER THAT WOULD MAKE 30-49 PERCENT INVESTMENT IN
PLANT, CONSTRUCT PLANT AS TURNKEY PROJECT AND PROVIDE
U.S. PRODUCTION MANAGER. AMERICAN INVESTMENT COULD TAKE
FORMS OF INPUTS OF TECHNOLOGY AND EQUIPMENT. PLANT'S
CHEMICAL RAW MATERIALS WOULD BE SUPPLIED BY NEW
POLYESTER PLANT BEING CONSTRUCTED IN SKOPJE AS JOINT VENTURE
BETWEEN YUGOSLAV FIRM OHIS AND AMERICAN FIRM CHEMTEX
FIBERS, INC., NEW YORK, N.Y. PLANT IS PART OF DEVELOPMENT
PROGRAM FOR LESSER DEVELOPED REPUBLIC OF MACEDONIA. OTHER
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DEVELOPMENT PROJECT AWAIT PLANT'S CONSTRUCTION.

4. ACTION REQUESTED: COMMERCE IS REQUESTED TO
BRING THIS OPPORTUNITY TO THE ATTENTION OF POTENTIALLY
INTERESTED U.S. FIRMS AND INFORM EMBASSY OF THE RESULTS
OF ITS INQUIRIES AS SOON AS POSSIBLE.
TOON

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